

Message Text

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PAGE 01 STATE 022105

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----- 102458

P 302241Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

AMCONSUL KARACHI

UNCLAS STATE 022105

E.O. 11652: NA

TAGS: BEXP, I:, PK

SUBJECT: PORT CONSTRUCTION/SHI,BUILDING TRADE MISSION
TO TEHRAN AND PAKISTAN

REF: TEHRAN 00594, 10723

1. UPON RECEIPT OF TERAN'S 00;945 COMMERCE CONTACTED
FIRMS LISTED BELOW AND OBTAINED FAVORABLE INDICATIONS OF
INTEREST IN TRADE MISSION TO REVIEW ENTIRE RANGE OF
OPPORTUNITIES PRESENTED BY IRANIAN PORT DEVELOPMENT AND
SHIPBUILDING PLANS:

--- HYDRANAUTICS (ULTRAHEAVY LOAD MOVING SYSTEMS);
--- WESTERN GEAR CORPORATION (SHIPYARD PRODUCTIVITY
--- EQUIPMENT); TOMPSON TRAWLERS (SMALL BOAT CON-
--- STRUCTION); CLARK INT'L (CONSTRUCTION EQUIPMENT
--- AND FORK LIFTS); PACECO DIVISION OF FREUHAUF CORP.
--- (CAHES, SHIP REPAIR AND SHIPBUILDING EQUIPMENT);
--- RALPH M. PARSONS (SHIPYARD DESIGN); DUNBAR
--- KAPPLE, INC. (CONVEYORS); CRANDALL DRY DOCK ENGI-
--- NEERING, INC. (DRYDOCK DESIGN); NEWPORT NEWS SHIP

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PAGE 02 STATE 022105

--- AND DRYDOCK CO. (LNG SHIPS). ON NEGATIVE SIDE

--- DRAVO CORP. AND BROWN AND ROOT ENGINEERING CO.
--- FELT NO NEED OF U.S. GOVERNMENT ASSISTANCE.

2. WE VIEW--AND FIRMS SEEMED TO AGREE--IRANIAN PORT CONSTRUCTION AND SHIPBUILDING MARKET AS A PROJECT OF SOME DEPTH, I.E. WITH LONG TERM AS WELL AS SHORT RANGE OPPORTUNITIES. WE BELIEVE IT IS DESIRABLE TO MOUNT A MISSION IN MARCH OF 8 TO 10 FIRMS SEEKING REPRESENTATION, SALES AND SURVEY OF MARKET POSSIBILITIES. SUCH A MISSION MIGHT HAVE THE FOLLOWING SCHEDULE:

--- BRIEFINGS IN TEHRAN - MARCH 23
--- APPOINTMENTS IN TEHRAN - MARCH 24-25
--- TRAVEL TO KARACHI - MARCH 26
--- BRIEFINGS IN KARACHI - MARCH 26
--- APPOINTMENTS IN KARACHI - MARCH 27-28

3. WE HAVE REVIEWED POST'S SUGGESTION THAT MISSION ARRIVE BEFORE EARLY MARCH WITH FIRMS OUT FIND FOREGOING DATES EARLIEST PRACTICABLE TO PERMIT RECRUITMENT AND NECESSARY PREPARATION OF MISSION. POSTS REQUESTED COMMENTS SOONEST ON SUITABILITY OF SUGGESTED ITINERARY OR SUGGEST LATER DATE IN FY-75 IF MORE SUITABLE. KISSINGER

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